

Message Text

LIMITED OFFICIAL USE

PAGE 01 TAIPEI 01626 150805Z

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ACTION EA-07

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TO USDOC WASHDC

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LIMITED OFFICIAL USE TAIPEI 1626

E.O. 11652: N/A

TAGS: BEXP, TW

SUBJECT: HIGHWAY BUS PURCHASE

REF: STATE 045918, STATE 021040

1. THE TAIWAN HIGHWAY BUREAU HAS INFORMED US THAT THE AMENDED BUDGET FOR HIGHWAY BUS PURCHASE IS STILL PENDING PROVINCIAL GOVERNMENT APPROVAL. HOWEVER, THE PRICES THUS FAR QUOTED BY U.S. SUPPLIERS ARE MUCH HIGHER THAN THOSE FROM OTHER COUNTRIES. MERCEDES BENZ PRICES, IN PARTICULAR, ARE "MUCH MORE COMPETITIVE".

2. ANOTHER PROBLEM ACCORDING TO THE HIGHWAY BUREAU IS THAT U.S. MANUFACTURERS ARE RELUCTANT TO OFFER CUSTOM-MADE BUSES TO FOREIGN BUYERS AND THE SPECIFICATIONS FURNISHED BY THE U.S. FIRMS DO NOT MEET THOSE REQUIRED FOR TAIWAN, IE., SMALLER CHASIS, ETC. BUT THE BIGGEST PROBLEM IS PRICE.

3. IT IS OUR INFORMATION THAT TAIWAN PROBABLY WILL PURCHASE AN INITIAL ORDER OF MERCEDES BENZ BUSES TO SEE HOW THEY WORK OUT UNLESS A U.S. FIRM CAN MAKE AN OFFER SUBSTANTIALLY LOWER THAN ALREADY QUOTED. MERCEDES REPORTEDLY HAS QUOTED UNIT PRICES OF US\$8-10,000.
MCCONAUGHY

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Message Attributes

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Decaption Note:
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Disposition Authority: MorefiRH
Disposition Case Number: n/a
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